



Statewide Term Contract 490A – Nikon Microscopes

Bid Number	201701492 (NASPO ValuePoint # MA 16000234-3)
Contract Name	Nikon Microscopes
Effective Dates	January 1, 2018, to February 28, 2024
Awarded Vendor & Contacts	Nikon Instruments Inc. Jackie Perry (631) 547-8526 Mid-Atlantic Region Contact Theresa Woodhull (631) 547-8657 (631) 944-9375 Fax Sales Representative Kyle Grode (919) 884-8768
Contract Covers	This contract covers the state's normal requirements for Nikon microscopes in the following full lines: <ul style="list-style-type: none">• Biological• Research
Convenience Contract	This is a convenience Statewide Term Contract for state agencies, departments, institutions, universities, community colleges, and non-mandatory entities, including schools and local governments.
Special Note	Individual items costing more than \$75,000.00 , after discount, are excluded from this contract and the Agency is required to adhere to the established state procurement policies to purchase these items.
Transportation Charges (FOB Destination),	Delivery will be FOB destination (inside delivery) to the Agency's specified address, 30- 45 days ARO, unless otherwise agreed upon for a specific purchase order with the Agency. The Vendor will notify the Agency within 24-hours of a business day if an order cannot be fulfilled as specified. Upon notification of delay or actual failure to deliver, the Agency may cancel the order with no penalty.
Warranty	Manufacturer's standard shall apply.
Returns	Equipment which is unacceptable because of quality problems, duplicated shipments, outdated product, breakage, or other issues related to Vendor or product performance shall be inspected within three (3) business days and be returned at Vendor's expense within five (5) business days after receipt of notification from the Agency, with no restocking charge. If the original packaging cannot be utilized for the return, the Vendor must supply the Agency with appropriate return packaging within the five (5) business day period. Postage must be paid by Vendor, by issuing an appropriate label to the Agency via email and Vendor will assume the risk of loss in transit. The returned product shall either be replaced with acceptable equipment or supplies, or the Agency must receive a credit or refund for the purchase price, at the Agency's discretion. Standard stock equipment and supplies ordered in error by Agency will be returned/or credited within fifteen (15) days of receipt at the Agency's expense. Product must be in resalable condition (original container, unused). There shall be no restocking fee if returned products are resalable.

Training	<p>Every instrument includes complete user training at no additional charge. The local Vendor representative will come in after the system has been delivered and provide complete installation services. Upon installation, training is provided in three (3) phases; all of which are conducted at the Agency's location using their own instrument, and when appropriate, their own specimens.</p> <p>The first phase is an initial "basic training" which can last anywhere from a few hours to several days depending on the complexity of the system and the needs of the system users.</p> <p>After the users have some time to become more familiar with the instrument, a second more advanced training will be provided. The intent is to answer any questions that may have come up during the initial use of the system and to deepen the Agency's understanding and mastery of the system they have acquired.</p> <p>The third phase is considered continuing education. This is available as required, and can consist of refresher courses, training for new users, handling new specimen types, etc. Auxiliary and ancillary training sessions and support will be less formal and will be scheduled on an as-needed basis on a mutually agreed upon time and date between the Agency and their local sales team.</p> <p>There is no limit to visits to work on optimizing a user's research goals and operating skills with the microscopy systems. This is an Agency driven activity that is available at no charge.</p>																								
Volume Discounts	<p>Vendor will offer volume discounts for minimum order quantities when there is a single delivery location identified on the purchase order. Please see chart below for specific models and discounts offered:</p> <table><tr><th>Model</th><th>Standard Discount</th><th>Large Volume Price Points</th><th>Volume Discount</th></tr><tr><td>Ci Series</td><td>15%</td><td>5-20</td><td>18%</td></tr><tr><td></td><td></td><td>21+</td><td>24%</td></tr><tr><td>E100/E200</td><td>7%</td><td>5-10</td><td>14%</td></tr><tr><td></td><td></td><td>11-16</td><td>25%</td></tr><tr><td></td><td></td><td>17+</td><td>36%</td></tr></table> <p>Note: The Vendor acknowledges that additional discounts may be evaluated if offered. The Vendor may offer additional discounts at the time of quote for individual systems based on the circumstances and size of the individual sale.</p>	Model	Standard Discount	Large Volume Price Points	Volume Discount	Ci Series	15%	5-20	18%			21+	24%	E100/E200	7%	5-10	14%			11-16	25%			17+	36%
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Taxes	Prices do not include North Carolina sales or use tax.																								
Loaded into E-Procurement	Yes. Ordering instructions are loaded in E-Procurement																								
E-Procurement Help Desk	(888) 211-7440																								
Contract Manager	Melissa Pressley (984) 236-0257																								
Contract Addenda	7/5/2018: Contract Administrator Change to Margaret Serapin																								
	2/27/2019: Contract Administrator Change to Grant Braley																								
	8/19/2019: Contract Extension to March 31, 2021																								
	12/11/2019: Sales Representative Update																								
	6/24/2020: Contract Administrator Change to Nicole Mathis																								
	1/25/2020: Contract Extension to March 31, 2022																								
	2/10/2021: Updated Mid-Atlantic Region Contact Information																								
	2/15/2021: Contract Extension to March 31, 2023																								
	2/14/2023: Contract extended to September 30, 2023																								

3/21/2023:	Contract Administrator changed to Contract Manager James Brown
9/14/2023:	Contract Manager changed to Melissa Pressley
